

May 3, 2022

National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G-Block Bandra-Kurla Complex, Bandra (E) Mumbai – 400 051

**BSE Limited** P J Towers Dalal Street Mumbai – 400 001

Trading Symbol: TV18BRDCST

SCRIP CODE: 532800

## Sub: <u>Investors' Update – Standalone and Consolidated Financial Results for the</u> <u>guarter and year ended March 31, 2022</u>

Dear Sirs,

In continuation of our letter of today's date on the above subject, we send herewith a copy of the Investors' Update on the aforesaid financial results released by the Company in this regard.

The Investors' Update will also be available on the Company's website, www.nw18.com.

You are requested to take the same on record.

Thanking you,

Yours faithfully, For **TV18 Broadcast Limited** 

Ratnesh Rukhariyar Company Secretary

Encl.: as above



#### A listed subsidiary of Network18

# EARNINGS RELEASE: Q4 and FY2021-22

**Mumbai**, **3**<sup>rd</sup> **May**, **2022** – TV18 Broadcast Limited today announced its results for the quarter and financial year ended March 31, 2022.

- TV18 reported its highest ever full-year consolidated EBITDA at Rs. 1,039cr; Q4'22 EBITDA at Rs. 254cr
- FY22 consolidated margin at 18.8% (+80bpsYoY), 4 years of continuous improvement
- News business delivered a sharp improvement in annual profitability; Entertainment business maintained strong margins despite a step-up in investments
- 23% increase in FY22 revenues driven by a strong growth in advertising; subscription revenue was flattish as NTO 2.0 implementation remained mired in legal challenges
- 3 dedicated sports TV channels launched in Apr'22
- Viacom18 announced partnership with Reliance and Bodhi Tree Systems in Apr'22 to accelerate its growth journey

## **Summary Consolidated Financials**

	Q4FY22	Q4FY21	ΥοΥ	FY22	FY21	ΥοΥ
Consolidated Operating Revenue (Rs Cr)	1,496	1,348	11%	5,526	4,498	23%
Consolidated Operating EBITDA (Rs Cr)	254	279	-9%	1,039	808	29%
Operating EBITDA margin	17.0%	20.7%		18.8%	18.0%	

## **Highlights for FY22**

- **Consolidated margins rose to 18.8%, highest ever, despite intermittent COVID impact** 
  - Highest ever operating profit at Rs. 1,039 cr (+29% YoY), driven by robust financial performance of both TV News and Entertainment verticals
  - News margins expanded by ~500bps to ~21% with strong revenue growth and continued cost controls providing operating leverage
  - Entertainment business maintained margins at strong 18%+, despite a substantial 26% YoY increase in operating costs
  - > Rs. 926cr PAT, up 24% YoY, despite impact of Rs. 132cr higher tax provision

## Highlights for Q4FY22

- ✤ 11% growth in operating revenue driven by movies business and ad revenue growth
  - News revenue grew 10% YoY and margin was at 21.4%
  - Entertainment business revenue grew 11% YoY and margin was at ~16%



## Viacom18 partnership with Reliance and Bodhi Tree

- On 27<sup>th</sup> April, Viacom18 announced a strategic partnership with Reliance and Bodhi Tree Systems (a platform of James Murdoch's Lupa Systems and Uday Shankar).
  - As part of this partnership, Rs. 15,145 crores will be infused by Bodhi Tree Systems (Rs. 13,500cr) and Reliance (Rs. 1,645cr through Reliance Projects & Property Management Services Limited, a wholly-owned subsidiary of Reliance). In addition, the JioCinema OTT app (currently owned by RPPMSL) will be transferred to Viacom18.
  - Paramount Global (formerly known as ViacomCBS), a leading global media and entertainment company comprised of iconic content studios, TV networks and streaming services, reaffirmed its commitment to the partnership as a strategic partner in Viacom18. It will continue to supply Viacom 18 its premium global content as well as launch Paramount+ in India in partnership with Viacom18.
  - This partnership between Reliance, Paramount Global and Bodhi Tree Systems, will enable Viacom18 to transform into one of the largest TV and digital streaming companies in India.

#### Capital infusion to enable investments for long-term growth

- Infusion of ~Rs. 15,000cr in Viacom18 will enable the Company to make the right investments in high growth businesses – Digital, Sports, and Regional Entertainment, to set it on a long-term growth path.
  - The M&E industry in India has a long runway for growth and has attracted interests of global players as well as spurred M&A activity from Indian peers. Digital business models are still evolving for all players as the Indian digital ecosystem continues to mature every year, however, still sometime away from being a positive contributor to the bottom line. To be a meaningful player in this landscape, where consumers are spoilt for choice, one has to invest in content, distribution and technology.
  - This cash infusion will help Viacom18 scale up its content offering for both Digital and TV, to create a holistic content offering for the diverse Indian audience.
  - The Company believes that such investments will strengthen its competitive position across markets and make its businesses future-ready.



# Strategic arrangement with Jio to access Jio's (mobility and fiber) 400mn+ consumer base; getting access to users of Jio platforms and its partnership eco-system

- The transaction will enable Viacom18's digital platform to access the consumers of Jio and will instantly catapult its reach.
  - Given the importance of distribution reach in a highly cluttered and competitive digital landscape, this partnership will allow Viacom18 to reach out to India's largest mobile and broadband user base.
  - It will enable the utilization of a large smartphone and JioPhone user base for advertising and driving subscription revenue for premium content.
  - JioCinema will also bring its critical partnerships with marquee content producers for content and OEMs for distribution.
  - The transaction will help create a digital platform of scale with an exciting proposition, both for consumers and advertisers.

The transaction is expected to close within six months and is subject to customary closing conditions and approvals.

## Q4 and FY22 performance highlights

## Robust consolidated and segment financial performance

- A strong show by both News and Entertainment businesses, helped TV18 deliver its best financial performance. The Company reported its highest-ever EBITDA (Rs. 1,039cr) and operating margins (18.8%) in FY22.
- News business EBITDA and margins have increased continuously for the last 4 years, with EBITDA growing >7x and margins becoming ~5x.
- Entertainment Business delivered 18%+ margins despite the costs going up significantly as investments in content across markets were scaled up.

## ✤ Macro events slow down the strong ad growth momentum

Ad revenues had a pulsating journey, with strong growth during the year bookended by events which impacted the growth. The year began with the second pandemic wave sweeping across the country, slowing down the growth momentum which had begun in the second half of the last fiscal. This was followed by a strong growth period, with TV advertising volumes reaching record levels and Digital advertising continuing to gain traction. However, at the end of the year, increasing inflation, further worsened by Russia-Ukraine conflict, impacted consumer demand and consequently advertising spends.



- News business delivered strong growth in ad revenue in each quarter, while Entertainment business registered a strong growth in the first 3 quarters and moderate growth in the fourth. Ad revenue of the Company grew not only on a YoY basis, but delivered impressive growth compared to FY20 also.
- India is expected to be the fastest growing ad marketing in the world and we expect that the Group, with a well-balanced and diversified portfolio with increasing digital presence, will be able to navigate challenges posed by these macro events.

# Viacom18 forayed into sports genre and scaled-up its offering with addition of marquee properties

- During the year, Viacom18 acquired television and digital rights to some of the marquee sports properties like NBA and FIFA World Cup, two of the most watched sports in the world. It also acquired the rights of major footballing leagues La Liga (Spain), Serie A (Italy) and Ligue 1 (France), Cinch Premiership (Scotland), and other sporting events like ATP Masters Tennis, WTA, top BWF World Tour events like All England Open Badminton Championship, World Boxing Championship, Abu Dhabi T10 Cricket, and Road Safety World Cricket Series, among others.
- The network launched 3 sports channels (including 1 FTA channel) last month under the umbrella brand, Sports18, giving the fans a dedicated destination for watching their favorite sports content on TV, in addition to streaming on digital platform, Voot.
- Viacom18 believes that sports, especially live sports, will help strengthen the value proposition of the network to consumers and will complement the current entertainment offering. The network will continue to add more events and properties to its catalogue and will strive to be India's most-coveted sports network by providing fans easy access to a comprehensive bouquet of international and premium sports content.

#### **TV** network maintained its strong performance with an all-India share of 10.7%<sup>1</sup>

In FY22, share of the entertainment network in non-news genre was 11.2%, with Colors being the #2 prime-time channel in the pay Hindi GEC genre. The channel launched 10 fiction and 5 impact shows to strengthen its viewership share in the genre. Colors Kannada and Colors Marathi were amongst the top 3 channels in their respective markets and Kids and English portfolios were leaders in their genres.

<sup>&</sup>lt;sup>1</sup> Source: BARC | Mkt: All India | TG: 2+ | Wk 10'22 to 13'22



As per the BARC ratings which resumed on 17<sup>th</sup> March, TV18 News portfolio was #2<sup>2</sup> in terms of reach and #3<sup>2</sup> in terms of viewership share. The network maintained undisputed leadership in English business news and had strong positions in English and several regional markets.

**Mr.** Adil Zainulbhai, Chairman of TV18, said: "FY22 was a remarkable year, not only from the perspective of financial performance, but in terms of building a strong foundation on which the business can continue to grow for the foreseeable future. Media presents a long-term growth opportunity enabled by improving infrastructure, rising disposable incomes and increasing content quality. We have set ourselves an ambitious target to become a leading player in the digital space while strengthening our core TV offering. We will continue to solidify our 'Digital First, TV Always' proposition, leveraging our existing strengths to grow in segments where we are present and breaking ground in new markets with new and innovative offerings. The strategic partnership we have struck for Viacom18 is a big step in this direction which will help set the Company on a long-term growth trajectory and create one of India's leading content company."

OPERATING REVENUES (Rs Cr)	Q4FY22	Q4FY21	ΥοΥ	FY22	FY21	ΥοΥ
A) News (TV18 Standalone) @	346	314	10%	1,262	1,104	14%
B) Entertainment (Viacom18+AETN18+Indiacast) *	1,150	1,034	11%	4,264	3,393	26%
C) TV18 Consolidated		1,348	11%	5,526	4,498	23%
includes: Subscription	451	468	-3%	1,822	1,830	0%
includes: Film production/distribution	172	31	464%	219	44	397%
OPERATING EBITDA (Rs Cr)	Q4FY22	Q4FY21	ΥοΥ	FY22	FY21	ΥοΥ
A) News (TV18 Standalone) @	74	84	-12%	262	177	48%

180

254

194

279

-7%

-9%

777

1,039

631

808

23%

29%

## Financials for the quarter

C) TV18 Consolidated

@ IBN Lokmat is a 50:50 JV and hence is not included here as per Ind-AS accounting.

\* Viacom18 and AETN18 are 51% entertainment subsidiaries of TV18, while distribution-arm Indiacast is a 50:50 JV of TV18 and Viacom18. TV18's 24.5% minority stake in Telugu entertainment associate Eenadu TV (Ramoji Rao group) is not included here.

B) Entertainment (Viacom18+AETN18+Indiacast) \*

<sup>&</sup>lt;sup>2</sup> Source: BARC | Mkt: All India | TG: 15+ | Wk 10'22 to 13'22



## **Business-wise Financial and Operating Highlights**

TV18 owns and operates the broadest network of 60 channels in India, spanning news, entertainment and sports genres. One in every 2 Indians is a consumer of our broadcast content. We also cater to the Indian diaspora globally through 21 international channels.

News (20 domestic channels) - TV18 is the biggest News network in India and has the highest number of news channels.

#### **Financial Performance**

	Q4FY22	Q4FY21	ΥοΥ	FY22	FY21	YoY
Op. Revenue (Rs Cr)	346	314	10%	1,262	1,104	14%
Op. Expense (Rs Cr)	272	230	18%	1,001	927	8%
Op. EBITDA (Rs Cr)	74	84	-12%	262	177	48%
Operating EBITDA margin	21.4%	26.8%		20.7%	16.0%	

- FY22 revenue grew by 14% YoY led by growth in advertising revenues across all 3 segments - Business, Regional and National News.
- Operating margins improved by 470bps to 20.7%, highest ever, as continued cost controls limited growth in expenses to only 8% YoY, helping the business realise operating leverage. Margin expansion was also helped by continued improving performance of Regional News business.

#### **Operating Highlights**



- Business News: CNBC TV18 was the undisputed leader in the English Business News genre with 83%<sup>3</sup> overall market share and even a higher share of 90%<sup>4</sup> during the market hours.
- National News: News18 India had a 10.0%<sup>5</sup> viewership share in the HSM markets and 11.5%<sup>6</sup> market share in HSM Metros, in the highly competitive Hindi News genre. CNN News18 had 12.9%<sup>7</sup> market share in the English news segment.
- Regional News: 5 of our regional news channels were amongst the top 3 in their respective markets.

 <sup>&</sup>lt;sup>3</sup> Source: CNBC-TV18: BARC | Mkt: India | TG: AB Male 22 yrs+ | Wk 10'22 to 13'22
 <sup>4</sup> Source: CNBC-TV18: BARC | Mkt: India | TG: AB Male 22 yrs+ | Wk 10'22 to 13'22 | Mon-Fri (0800-1600 hrs)
 <sup>5</sup> Source: News18 India: BARC | Mkt: HSM | TG: 15 yrs+ | Wk 10'22 to 13'22
 <sup>6</sup> Source: News18 India: BARC | Mkt: HSM Metros | TG: 15 yrs+ | Wk 10'22 to 13'22

<sup>&</sup>lt;sup>7</sup> Source: CNN News18: BARC | Mkt: All India | TG: AB Male 22 yrs+ | Wk 10'22 to 13'22



**Entertainment** (Viacom18's 38 channels, VOOT + AETN18's 2 infotainment channels) - TV18's entertainment offering is the #3 TV entertainment network in the country by viewership with 11.2% share in the non-news genre in FY22. Its full-portfolio offering across National, Regional, Niche and Digital has diversified revenue streams and makes it future-ready.

	Q4FY22	Q4FY21	ΥοΥ	FY22	FY21	ΥοΥ
Op. Revenue (Rs Cr)	1,150	1,034	11%	4,264	3,393	26%
Op. Expense (Rs Cr)	970	839	16%	3,487	2,762	26%
Op. EBITDA (Rs Cr)	180	194	-7%	777	631	23%
Operating EBITDA margin	15.7%	18.8%		18.2%	18.6%	

- Entertainment business delivered its highest ever annual EBITDA of Rs. 777cr while maintaining strong margins of 18.2%.
- 26% increase in FY22 revenues was driven by the strong growth in advertising and movie business revenues. Advertising growth on a YoY basis was helped by a lower base but even compared to FY20, the business delivered a strong growth. Subscription revenue remained flattish during the year and movies revenue returned to a semblance of normalcy in the second half.

## **Operating Highlights**



- Flagship GEC Colors was the #2 Hindi primetime channel in Q4 with leadership in 3 weekday primetime slots. The channel launched 4 fiction shows during the quarter Naagin S6 (best fiction launch of FY22), Fanaa Ishq Mein Marjawan, Parineeti, and Swarn Ghar. Colors also launched a new format talent-hunt show Hunarbaaz: Desh Ki Shaan.
- Colors Rishtey saw an increase of 26% QoQ in primetime (1800-2400 hrs) viewership.
  Starting 1<sup>st</sup> April'22, the channel was no longer available on DD Freedish platform.
- Viacom18 consolidated its Hindi movie channels under the brand 'Colors Cineplex'. FTA channel, Colors Cineplex Superhits, replaced Rishtey Cineplex on April 1, 2022 with a brand promise of 'Superrr Hai'. The channel will showcase blockbusters movies across action, comedy, horror, romance and drama genres. Pay channel, Colors Cineplex, increased its viewership share to 7.6% in the genre and the network had a viewership share of 17.0% in the FTA market.
- Colors Kannada was the #2 channel in the genre, with 22.5% viewership share. Second GEC, Colors Super, added 2.8% to our Kannada portfolio, taking the total share to 25%+. Colors Marathi was the #3 Marathi GEC during the quarter.





- Nick continues to reign as the #1 channel in the Kids genre, increasing its share to 13.8% during the quarter. Between Nick, Sonic and Nick Jr, our Kids portfolio commanded a 30%+ market-share, with leadership in 12 out of 20 slots.
- With strong brands like Comedy Central, Colors Infinity, and VH1, our English entertainment portfolio continued to be the dominant genre leader with 90%+ market share.
- MTV, India's leading youth entertainment destination and home of some of the most popular and iconic IPs, became the first Indian TV brand to launch NFTs (3,013 pieces of rare artworks), all of which were sold out in 36 hours.

VIACOM 18

STUDIOS

IndiaCast

a TELS & Freemally Berlin

 History TV18 was #2 channel in urban markets (NCCS AB 15+) in the Factual entertainment genre.



- Voot, Viacom18's on demand video platform, delivered 75 bn+ minutes of content to its users across genres, languages and platforms during the year. Voot Select saw a strong growth in the paid subscriber base driven by its offering of exclusive content experiences centred around some of India's biggest reality shows, digital original shows and a portfolio of sports properties. Bigg Boss S15 and Bigg Boss OTT were two of the biggest hits on Voot, delivering phenomenal user engagement. While the latter was a digital exclusive show, special features for Bigg Boss S15 like 24-hour live feed. 'Before TV' access to daily episodes. 'Unseen Undekha' curated stories, 'Weekend Extra Dose' with highlights of the week, helped drive eyeballs and subscription on the platform. Voot ramped up its production of digital original shows and released 7 shows during the year - 6 in Hindi and 1 in Kannada. Illegal S2 (IMDB - 8.4), Ranjish Hi Sahi (IMDB - 8.5), Candy (IMDB - 8.6), and Kannada show Humble Politiciann Nograj (IMDB-8.4) were some of the notable launches during the year. Voot has also positioned itself as a sports destination, streaming major football leagues, NBA and other major sporting events. The platform also offers some of the best English content from Paramount library and new seasons of popular shows like Dexter, Shark Tank, Nancy Drew, Walker, The Game, Yellowjackets and Housebroken.
- Voot Kids, home of some of the most popular international franchises like *Pokemon, Peppa Pig* and homegrown IPs like *Motu Patlu, Chota Bheem, Rudra, Shiva,* consistently delivered daily time spent of ~60 minutes.
- Viacom18 Studios includes Viacom18 Motion pictures (movie production) and Tipping Point Films (digital content production house).
  - In Q4, Viacom18 Studios distributed the Hindi film 'Gangubai Kathiawadi' in the overseas territories. Following the success of 'Jamtara', 'Taj Mahal 1989', 'She' and 'Ray', Viacom18 Studio's digital content production arm, Tipping Point delivered the second season of the super hit web series 'She' as part of its output deal with an OTT platform.



#### **TV18 Broadcast Limited**

## Reported Standalone Financial Performance for the Quarter and Year ended 31<sup>st</sup> Mar 2022

						(₹ in crore)
	Particulars	Q	uarter Ende	d		Ended
			(Unaudited)	(Audited)		
		31 <sup>st</sup> Mar'22	31 <sup>st</sup> Dec'21	31 <sup>st</sup> Mar'21	31 <sup>st</sup> Mar'22	31 <sup>st</sup> Mar'21
1	Income					
	Value of Sales and Services	407	407	369	1,483	1,297
	Goods and Services Tax included in above	61	60	55	221	193
	Revenue from Operations	346	347	314	1,262	1,104
	Other Income	10	22	16	51	48
	Total Income	356	369	330	1,313	1,152
2	Expenses					
	Operational Costs	51	39	42	149	133
	Marketing, Distribution and Promotional Expense	69	74	52	281	240
	Employee Benefits Expense	96	100	94	395	382
	Finance Costs	8	7	8	30	45
	Depreciation and Amortisation Expense	12	12	14	51	56
	Other Expenses	56	40	43	176	173
	Total Expenses	292	272	253	1,082	1,029
3	Profit/ (Loss) Before Tax (1 - 2)	64	97	77	231	123
4	Tax Expense					
	Current Tax	-	-	-	-	(4)
	Deferred Tax	16	25	18	58	36
	Total Tax Expense	16	25	18	58	32
5	Profit/ (Loss) for the Period/ Year (3 - 4)	48	72	59	173	91
6	Other Comprehensive Income					
	Items that will not be reclassified to Profit or Loss	1	1	(5)	3	(4)
	Income tax relating to items that will not be reclassified to Profit or Loss	-	-	3	(1)	3
	Total Other Comprehensive Income for the Period/ Year	1	1	(2)	2	(1)
7	Total Comprehensive Income for the Period/ Year (5 + 6)	49	73	57	175	90

## **TV18 Broadcast Limited**

# Reported Consolidated Financial Performance for the Quarter and Year ended 31<sup>st</sup> Mar 2022

-	Income		(Unaudited)		(₹ in crore) Year Ended (Audited)		
-		31 <sup>st</sup> Mar'22	31 <sup>st</sup> Dec'21	31 <sup>st</sup> Mar'21	31 <sup>st</sup> Mar'22	31 <sup>st</sup> Mar'21	
_							
_	Value of Sales and Services	1,744	1,824	1,566	6,432	5,227	
_	Goods and Services Tax included in above	248	257	218	906	729	
_	Revenue from Operations	1,496	1,567	1,348	5,526	4,498	
_	Other Income	16	26	21	75	62	
2	Total Income	1,512	1,593	1,369	5,601	4,560	
	Expenses						
-	Operational Costs	682	655	573	2,326	1,751	
┝	Marketing, Distribution and Promotional Expense	260	263	200	992	796	
	Employee Benefits Expense	222	223	228	897	836	
- F	Finance Costs	10	9	13	38	88	
L	Depreciation and Amortisation Expenses	27	28	31	113	139	
L	Other Expenses	78	71	68	273	307	
	Total Expenses	1,279	1,249	1,113	4,639	3,917	
	Profit/ (Loss) Before Share of Profit of Associate and Joint Venture and Tax (1 - 2)	233	344	256	962	643	
4	Share of Profit of Associate and Joint Venture	14	12	15	54	60	
5	Profit/ (Loss) Before Tax (3 + 4)	247	356	271	1,016	703	
	Tax Expense						
Γ	Current Tax	10	20	2	31	(79)	
Γ	Deferred Tax	17	25	18	59	36	
ŀ	Total Tax Expense	27	45	20	90	(43)	
7	Profit/ (Loss) for the Period/ Year (5 - 6)	220	311	251	926	746	
8	Other Comprehensive Income						
[	(i) Items that will not be reclassified to Profit or Loss	2	3	(3)	6	0	
	(ii) Income Tax relating to items that will not be reclassified to Profit or Loss	0	0	4	(1)	4	
Γ	(iii) Items that will be reclassified to Profit or Loss	0	0	0	0	0	
	Total Other Comprehensive Income for the Period/ Year	2	3	1	5	4	
	Total Comprehensive Income for the Period/ Year (7 + 8)	222	314	252	931	750	
Γ	Profit/ (Loss) for the Period/ Year attributable to:						
	(a) Owners of the Company	143	200	166	584	456	
	(b) Non-Controlling Interest	77	111	85	342	290	
-	Other Comprehensive Income for the Period/ Year attributable to:						
	(a) Owners of the Company	2	2	0	4	2	
- F	(b) Non-Controlling Interest	0	1	1	1	2	
ŀ	Total Comprehensive Income for the Period/ Year attributable to:	0					
	(a) Owners of the Company	145	202	166	588	458	
	(b) Non-Controlling Interest	77	112	86	343	292	



## **INVESTOR COMMUNICATION:**

TV18's ongoing investor communication endeavors to adopt best international practices and the quarterly investor updates are designed to regularly provide detailed information to investors. Each update covers information pertaining to the reporting period under review. If you would like to get a sequential and continued perspective on the company this report should be read along with the updates sent out earlier. The previous updates can be accessed on request from the contact persons mentioned below, or from the company's website www.nw18.com. This update covers the company's financial performance for Q4 FY22.

For further information on business and operations, please contact: **Saurabh Garg** TV18 Broadcast Limited E-mail: saurabh.garg@nw18.com



Further information on the company is available on its website www.nw18.com





